

# Washington State 2003 Trade Week

Featuring representatives from  
our state offices in China, Europe,  
Japan, Korea and Taiwan

Did you know Washington state maintains  
five foreign trade offices to help launch your  
business in new international markets?

Meet our foreign office representatives and  
Seattle trade specialists March 24–April 2, 2003,  
when Washington's International Trade Division  
“hits the road,” bringing the global market to  
your doorstep.

Sign up now for a free, private consultation with  
one of our foreign representatives and Seattle  
staff. You won't want to miss this once-a-year  
opportunity for personalized, expert advice.

*Powerful, Interactive  
and FREE!  
Make a date to go  
global...Coming to a city  
near YOU!*



washington state department of  
community, trade and economic development  
2001 Sixth Avenue, Suite 2600  
Seattle WA 98121  
[www.exportwashington.com](http://www.exportwashington.com)

# Washington State 2003 Trade Week

March 24 – April 2, 2003



*Bringing the  
World to You!*



washington state department of  
community, trade and economic development

**If you're looking for expert assistance** to take your business global, schedule your free counseling appointment today. Learn to:

- Determine the potential for your product in the country of your choice
- Locate suitable overseas buyers, distributors, agents, or partners
- Identify the best international sales channels for your product
- Tap industry association resources at the state and national level
- Conduct due diligence and make sure you'll get paid
- Secure export financing and leverage your deal with EX-IM Bank loan guarantees

### *Trade Week City Schedule*

- **Monday, March 24th**  
Everett Day—Hosted by Snohomish County, EDC and City of Everett
- **Tuesday, March 25th**  
Seattle Day
- **Wednesday, March 26th**  
Tacoma Day—Hosted by World Trade Center Tacoma and Port of Tacoma
- **Thursday, March 27th**  
Vancouver Day—Hosted by Columbia River EDC
- **Friday, March 28th**  
Bellingham Day—Hosted by Bellingham/Whatcom Chamber of Commerce & Industry
- **Monday, March 31st**  
Spokane Day—Hosted by International Trade Alliance
- **Tuesday, April 1st**  
Tri-Cities Day—Hosted by TRIDEC
- **Wednesday, April 2nd**  
Eastside Day

## *Washington State International Trade Division*

### *How we help your business*

- Business matchmaking meetings
- Qualified trade leads
- Trade events
- Market intelligence
- Advocacy
- One-on-one counseling
- Export basics workshops
- Industry and market seminars
- Export finance assistance
- Clearinghouse and referrals

We strengthen and diversify the state's economy by promoting the expansion of Washington businesses into targeted international markets.

Trade Week is a free service provided by the Washington State Department of Community Trade and Economic Development. We thank our regional partners and statewide sponsors who helped make this event possible.



**Space is limited.**

**To schedule your free appointment,  
contact us today at:**

**www.exportwashington.com**

**fax: 206.256.6158 tel: 206.256.6100**

### *WA State Foreign Offices*

Shanghai, China • Paris, France

Tokyo, Japan • Seoul, Korea • Taipei, Taiwan

Name

Company

Address

City/State/Zip

Phone

Fax

Email

Website Address

Briefly describe your product/service:

Do you have a product/service ready for export?

Please rank (1, 2, 3) your top three choices of markets you'd like to discuss with us. Also, check if you'd like to meet to discuss export finance assistance.

<input type="checkbox"/>	Canada	<input type="checkbox"/>	China	<input type="checkbox"/>	Europe	<input type="checkbox"/>	Japan
<input type="checkbox"/>	Korea	<input type="checkbox"/>	Mexico	<input type="checkbox"/>	Taiwan	<input type="checkbox"/>	Finance